



Schneider Electric Alliance System Integrator Partner Program

Together we achieve more



Who is Schneider Electric?



Through our extensive network of valued partners, our installations reach **190 countries**. As a leading global automation specialist, we provide proven solution architectures that are **safe, simple, efficient and innovative**.

System integrators have traditionally been key partners with us in the deployment of automation systems to the market. We have amassed a global network of over 1200 system integrators whose expertise is vital to bringing our solutions to customers.

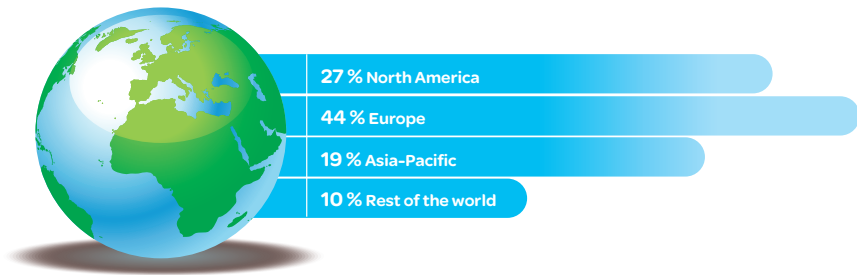
Automation systems today offer huge opportunities for improving the efficiencies and competitiveness of end users. And as an integrator, you know that improving productivity requires considerable skills and know-how. The best way to achieve this is through collaboration - collaboration between you, with your local knowledge and applications expertise, and a trusted manufacturing partner with superior technological products and unmatched support.



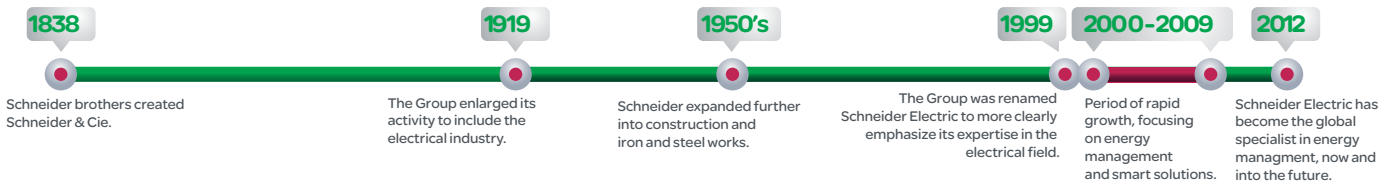
Let Schneider Electric be your partner of choice and together we can grow our business!

At Schneider Electric, our partners mean the world to us

We have more than 130,000 employees in over 100 countries.



We have a history spanning more than 175 years



60% of End User business is generated by SIs



1200 SI Partners around the world



More than 40 years of partnership with SIs





As an end user, the Alliance Program offers us great peace of mind. By working with Alliance partners, we know we will achieve a quality solution for our Process Automation projects, and the enhanced knowledge and service of an Alliance partner ensures that we achieve an innovative, properly integrated system that reduces our risk.”

Rene Diks,
Strategic Procurement Consultant
Vitens, Netherlands

What is the Schneider Electric Alliance Program?



Schneider Electric's Alliance Program was developed to embrace our network of loyal and talented system integrators. Membership in the program offers Alliance partners exclusive benefits and special advantages ranging from tools to promotion and support.

The aim of the Alliance Program is to:

- Accelerate your growth and development
- Give you early access to our latest technologies and information
- Help increase your efficiency and competitiveness
- Promote your expertise and know-how
- Assist in prioritizing your resources to optimize costs
- Work with you to consolidate your competitive advantages in local or global markets
- Leverage our mutual success
- Make it easy for you to work with us
- Give you a fast return on investment (ROI)
- Help manage your project risks
- Generate future business through shared values

Two partnership levels are available, with corresponding benefits:

1. Alliance Partner:

This first level is open to any system integrator with automation expertise and the willingness to work closely with Schneider Electric.

2. Certified Alliance Partner

Certified Alliance Partners benefit from an even closer relationship with Schneider Electric and expanded advantages. These members will have already demonstrated their expertise in Schneider Electric's system technology, allowing them to bring more value to our mutual customers.

We currently have two certifications available

- PlantStruxure and SCADA – development is underway for two more certifications:
 - PlantStruxure Telemetry (coming soon)
 - Energy Management (coming soon)



Benefits for our Alliance Partners

Alliance partners enjoy numerous benefits and services, including:

- Advanced commercial cooperation
- Advanced presales support
- Advanced technical support
- Advanced technical training
- Certification program
- Dedicated software suite
- Exclusive information

1 Advanced commercial cooperation

A dedicated Alliance partner manager will work with you and your team to create a dynamic, proactive and, above all, successful partnership. This partner manager provides comprehensive commercial support by jointly developing projects and working with your team to expand your customer portfolio. They will also assist in developing a common commercial and communication action plan and support you in its implementation. We will also assist you to build a solid training plan to ensure that your team's competency is in line with our requirements.

2 Dedicated software suite

The Alliance Software Suite, a complete range of tools for the design and engineering of your projects, is automatically delivered to you when you become a Schneider Electric Alliance partner.

This software suite will meet your project requirements, whether for a new customer or an upgrade, from design to delivery. With the Alliance Software Suite, there is no need to order 25 separate software products - you can find everything you need in one place. You will also have the latest service packs and product releases at your fingertips via access of the exclusive Alliance Extranet site.

Alliance Software Suite

Controllers

TwidoSoft

TwidoSuite

ZelioLogicAlarm

ZelioSoft2

ZelioSoftCOM

Drives

PowerSuite

Somove Mobile

Somove Mobile BB

Somove

Historians

Vijeo Historian

HMI

Legacy - XBTL1000

Vijeo Designer Lite

Vijeo Designer

Web Designer

OPC Servers

OFS

PLC-PAC

Concept XL

PL7 Pro

ProWORX 32

UnityPro Documentation

PCIway driver

XIP driver

UnityPro XL

PLC-PAC I/Os

Advantys Configurator

Ethernet/IP Configurator

Sycon

Safety PLC-PAC

UnityPro XL

SCADA

CitectSCADA Build-Time/ Run-Time

+PowerConnect

Vijeo Citect Build-Time/ Run-Time

3 Advanced presales support

A system & architecture technical expert is allocated to support your projects during the technical bidding stage, thereby increasing your differentiation against competitors. This presales expert will assist in the definition of your system and architecture, and provide value by advising you on advanced issues like feasibility, limits & constraints and performance. They can also provide recommendations and support on the migration from or interconnection to Schneider Electric's legacy offers. And finally, they are available to answer complex technical questions concerning the integration and compatibility of components inside architectures.

Our presales team has extensive project experience as well as advanced training and certification in Schneider Electric's offers. Some are also certified by external professional authorities like the Project Management Institute and the TÜV.

4 Advanced technical support

Schneider Electric gives you priority access to a technical support team to solve your specific issues.

- Priority access to our local system & architecture technical experts (SAE) and product application experts (PAE)
- Priority access to the Regional Technical Support Center
- Exclusive support from the Technical Experts Center

5 Advanced technical training

Schneider Electric offers our Alliance partners a variety of educational services to ensure that your engineers are fully trained in our latest tools and technologies through:

- An online training catalogue exclusive to Alliance system integrators
- New product launch training
- Workshops run by local system & architecture technical experts (SAE) or product application experts (PAE)
- Formal classroom-based training (training vouchers and/or preferential prices for Alliance partners)

Our courses and programs provide you with hands-on experience, leaving you with the confidence to design and configure your own systems and applications using Schneider Electric's world class products and solutions.

6 Certification program

We offer our Alliance partners exclusive access to the PlantStruxure Certified Engineer Program (CEP). This certification distinguishes and recognizes engineers skilled in the integration of Schneider Electric technology-based automation projects. With this certification, we acknowledge to the market that the PlantStruxure Certified Engineer has mastered the Schneider Electric system offer and related technologies. The engineer is, therefore, capable of implementing a given solution or application in the best possible way using Schneider Electric system technology. The same exclusive access and benefits apply for the SCADA Certified Engineer Program.

The PlantStruxure Certified Engineer Certificate is issued to engineers who have demonstrated their expertise on Schneider Electric's PlantStruxure system technology by passing an examination with modules structured around three main axes:

Module 1

Architecture & Networking

Module 2

Unity Pro & PAC Platform

Module 3

Vijeo Citect - SCADA Platform

7 Access to exclusive information

Simplifying your access to all the information you need...

- Access to the right information at the right time via a dedicated Alliance Extranet website
- Access to our experts through webinars and prerecorded vPresentations, keeping you a step ahead
- Customized and in-depth information via neXus, the quarterly Alliance Program newsletter

What is a PlantStruxure Certified Alliance Partner?



“This is a successful program because it respects and enhances our relationships with both our customers and Schneider Electric. Our customers see a true partnership which provides them with the highest possible support from a local partner who knows their plant and processes well, supported by the solutions of one of the world’s leading automation and energy management companies.”

William Cromarty,
Managing Director
W A Cromarty & Co
Pty Ltd, Australia

A PlantStruxure Certified Alliance Partner has acknowledged competence in PlantStruxure™, giving you additional visibility and differentiation in the market. This higher level of partnership offers the added advantages of receiving advanced business leads as well as access to higher levels of service from Schneider Electric. Similarly, a SCADA Certified Alliance Partner has acknowledged competence in Vijeo Citect.

Additional benefits for PlantStruxure Certified Alliance Partners

Schneider Electric supports PlantStruxure Certified Alliance Partners with additional benefits including:

- Systematic and priority promotion (outside and inside Schneider Electric)
- Joint commercial calls on end users
- Preferential referrals for PlantStruxure projects detected by Schneider Electric
- Sponsorship by Schneider Electric Industry VP
- Priority and early access to new technology launches
- Participation in Schneider Electric product and system roadmap definition
- Priority access to System Technical Support
- Priority and early access to exclusive training courses
- Systematically assigned presales support
- Invitations to high-level customer events

How can you become a PlantStruxure Certified Alliance Partner?



Maintaining a minimum number of PlantStruxure Certified Engineers is one of the core prerequisites for a Schneider Electric Alliance Partner to reach PlantStruxure Certified Alliance Partner status.

Other requirements include:

- Sponsorship from Schneider Electric country Industry VP
- Business loyalty to Schneider Electric
- Knowledge in PlantStruxure through certification, with a minimum of two PlantStruxure CEPs
- Experience from PlantStruxure project references



Contact your local country representative to become a **PlantStruxure Certified Alliance Partner** today!

 **Make the most of your energy**

For more information visit www.schneider-electric.com

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